

FIG. 1

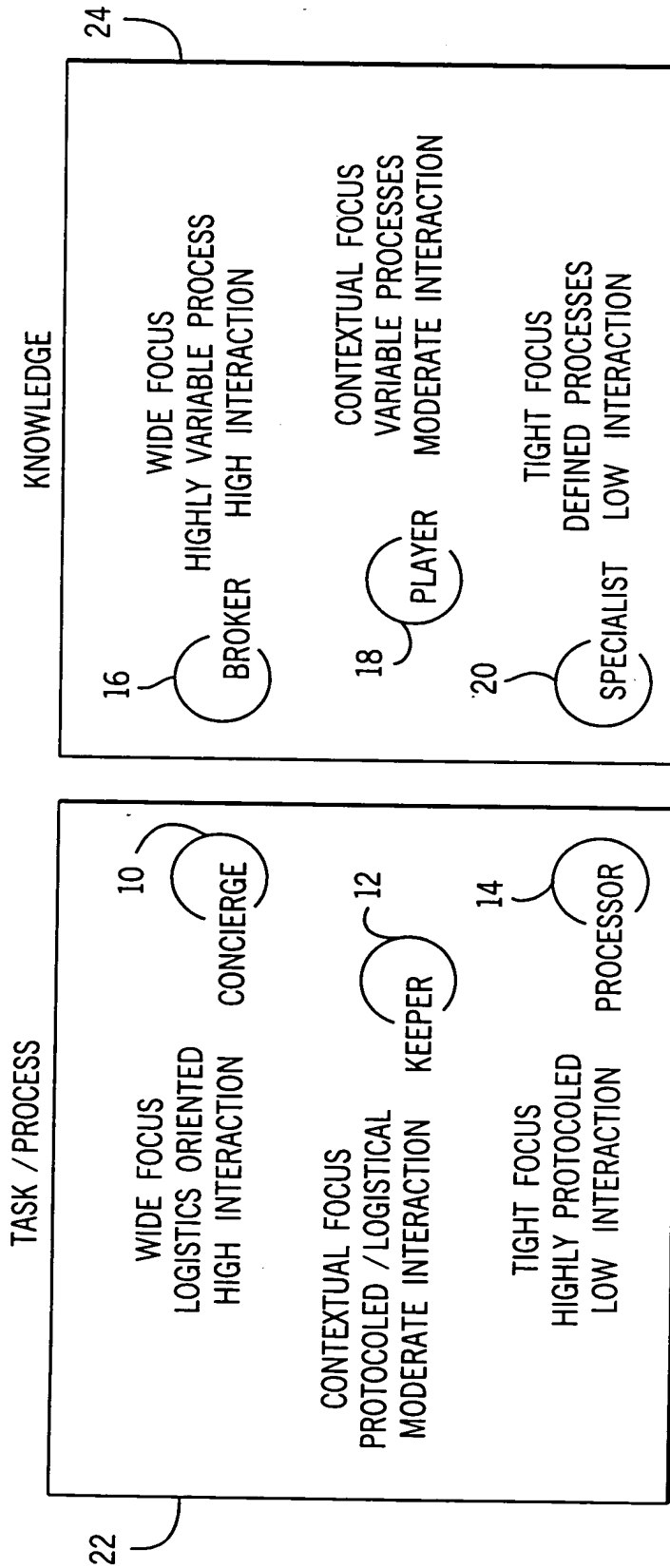


FIG. 2

6574230" F4F28E60

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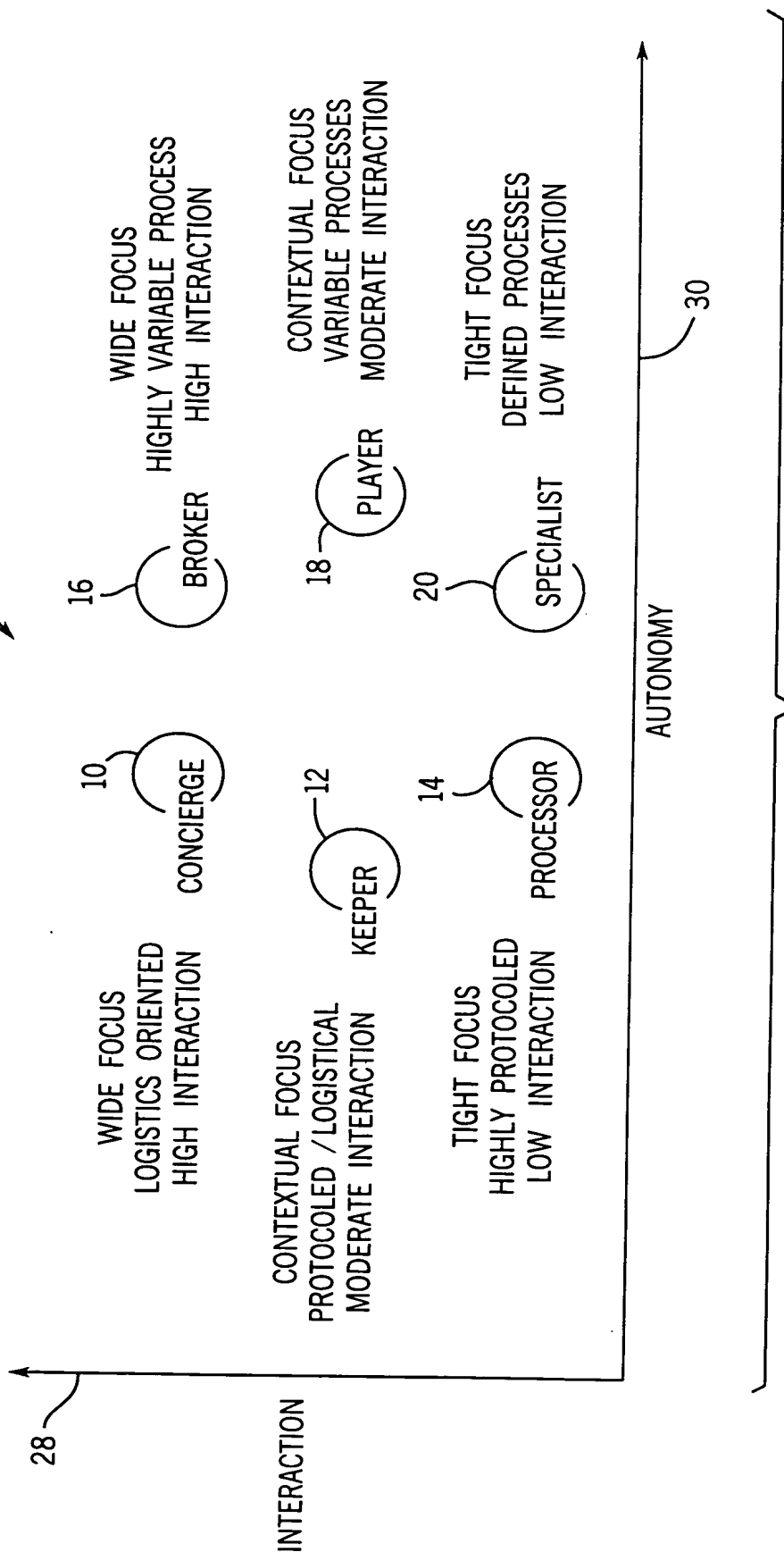
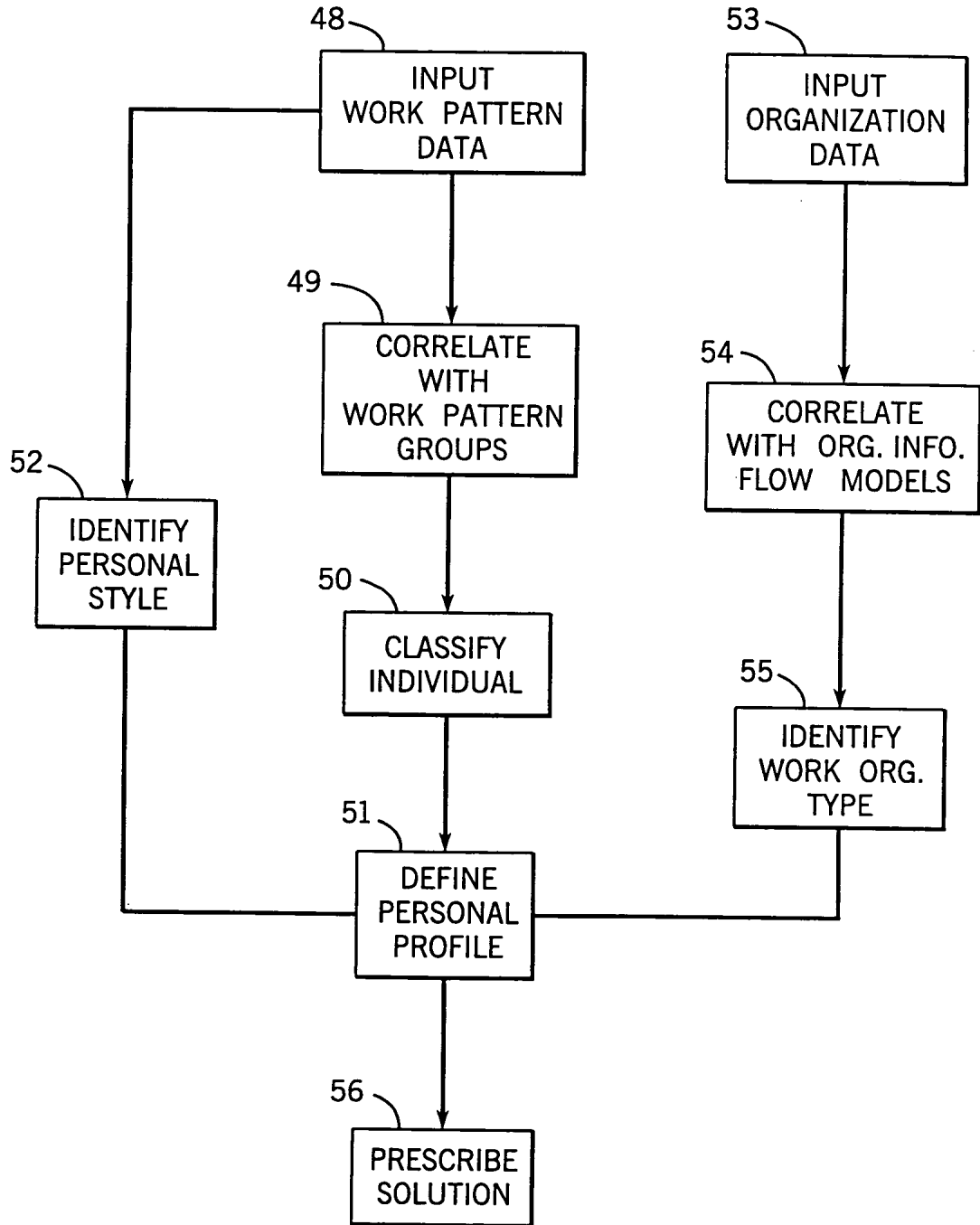


FIG. 3

FIG. 5



+

62

60

76

WORK
PATTERN
IDENTIFICATION

IS IT A NECESSITY THAT
YOU INTERACT WITH MANY
COWORKERS TO DO YOUR JOB?

1

66

> > >

88

98

DO YOU KEEP COPIES OF PAST
WORK YOU'VE COMPLETED?

2

68

> > >

90

98

DO YOU KEEP A LOT OF STUFF
FOR OTHER PEOPLE TO USE?

3

70

> > >

92

98

IS YOUR PRIMARY JOB TO
STORE THINGS FOR OTHERS?

4

72

> > >

94

98

DO YOU SPEND MOST OF YOUR
DAY SITTING AT YOUR DESK?

5

74

> > >

96

98

FIG. 6

654230-112360

+

60

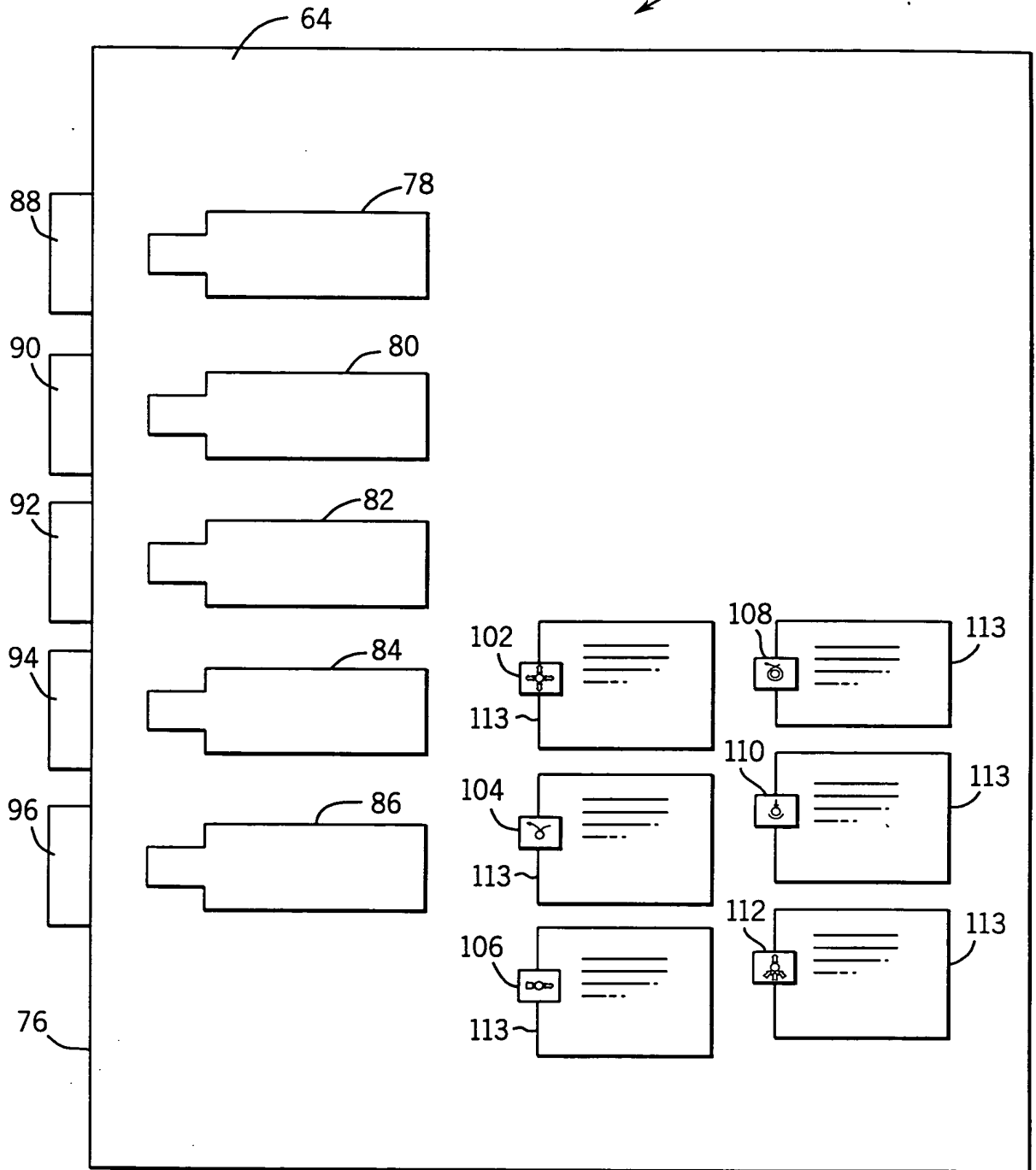


FIG. 7

60480-112860

+

102

RED

113

YOUR WORK IS BROAD IN SCOPE AND YOUR EXPERIENCE CAUSES YOU TO BE A FILTER FOR OTHER PEOPLE'S WORK. YOUR DAYS ARE HIGHLY INTERACTIVE AND OFTEN VERY MOBILE. IT SEEMS YOU STRUGGLE TO FIND THE TIME TO DO YOUR OWN WORK. YOU KEEP TABS ON AND GUIDE THE PROGRESS OF ONE OR MORE PROJECTS. YOU LIVE AND BREATHE TO BRING THESE PROJECTS TO A SUCCESSFUL CONCLUSION. YOU COULDN'T DO IT ALL ALONE, AND THEY COULDN'T DO IT WITHOUT YOU.

104

BLUE

113

YOUR WORK IS FOCUSED AND COMPLEX AND YOUR TEAM MEMBERS RELY ON YOU TO KNOW A GREAT DEAL ABOUT YOUR AREA OF EXPERTISE. YOU CONTINUALLY BUILD THIS KNOWLEDGE AND SHARE IT WITH YOUR TEAM MEMBERS WHEN THEY ASK FOR YOUR INPUT. YOU HAVE MODERATE INTERACTION WITH TEAMS YET MAKE IMPORTANT CONTRIBUTIONS TO PROJECTS. YOU LIVE AND BREATHE A PROFESSIONAL MASTERY OF TOPICS.

106

GREEN

113

YOUR WORK IS FOCUSED. PEOPLE COUNT ON YOU TO CRANK THROUGH A GREAT DEAL OF IT EVERYDAY. YOUR WORKSPACE IS OFTEN CONFUSED WITH THE 'INFORMATION SUPER-HIGHWAY'-THINGS TRAVEL ACROSS IT AT UNPARALLELED SPEEDS. IN FACT, THE PACE OF YOUR WORK MAY BE THE BAROMETER OF HOW BUSY THE COMPANY IS ON A DAILY BASIS. ON A GOOD DAY, YOU TEND TO INTERACT WITH OTHER GREENS OR THEIR CUSTOMERS. AND REGARDLESS OF WHAT THEY SAY, THERE IS A METHOD TO YOUR MADNESS, AND NO ONE KNOWS IT BETTER THAN YOU.

FIG. 7A

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APPROVED	O.G. FIG.	
BY	CLASS	SUBCLASS
DRAFTSMAN		

9/19

+

108

YELLOW

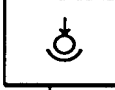


113

YOUR WORK IS EXTREMELY BROAD IN SCOPE—THE PLACE WOULD FALL APART WITHOUT YOU. YOU KNOW THE ANSWERS TO WHO? WHERE? HOW? WHEN? ABOUT SO MANY THINGS THAT THERE ARE CLEARLY CARVED OUT PATHWAYS FROM YOUR DESK TO OTHERS'. CHANCES ARE YOU KEEP SOME FOOD AT THE EDGE OF YOUR WORKSPACE TO SWEETEN THE ENDLESS INTERACTIONS MAKING UP YOUR DAY.

110

ORANGE




113

YOUR WORK IS WELL FOCUSED. YOU TOGGLE BETWEEN COLLECTING AND SHARING INFORMATION FOR TEAMS, AND SOMETIMES EVEN FOR ENTIRE ORGANIZATIONS. REDS, BLUES AND PURPLES RELY ON YOUR ORGANIZATIONAL SKILLS AND SYSTEMS. THIS LENDS ITSELF TO A REASONABLY HIGH DEGREE OF INTERACTION WITH OTHERS THROUGHOUT YOUR DAY. YOUR RESPONSIBILITIES ARE LARGER THAN ANY SINGLE PROJECT, AND YOUR SYSTEMS, CATEGORIES AND ATTENTION TO DETAIL KEEP CHAOS AT BAY.

112

PURPLE



113

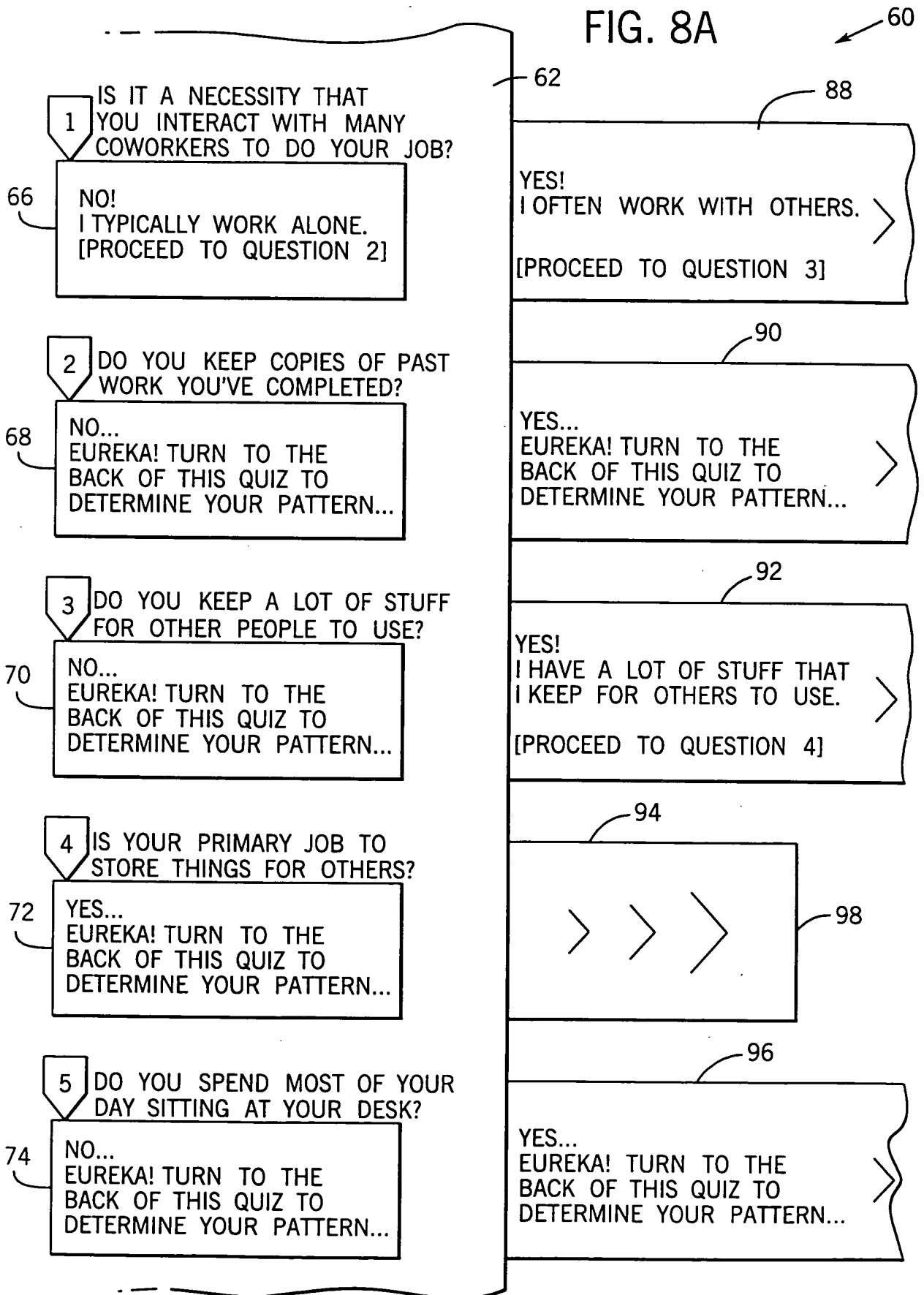
YOUR WORK IS INTENSE AND TIGHTLY FOCUSED. YOU PRODUCE HIGHLY VALUABLE AND SPECIALIZED INFORMATION OR ARTIFACTS FOR TEAMS AND PROJECTS. YOU TEND TO WORK ALONE, BUT YOU'RE OKAY WITH THAT. IT'S EASIER THAT WAY BECAUSE YOU TEND TO BECOME EXTREMELY INVOLVED IN YOUR WORK, SO MUCH SO YOU OFTEN FIND YOURSELF WONDERING WHERE THE DAY WENT! TIME SURE DOES FLY BY WHEN YOU'RE HAVING FUN!

FIG. 7B

667280" 11128660

+

FIG. 8A



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60280" 112660

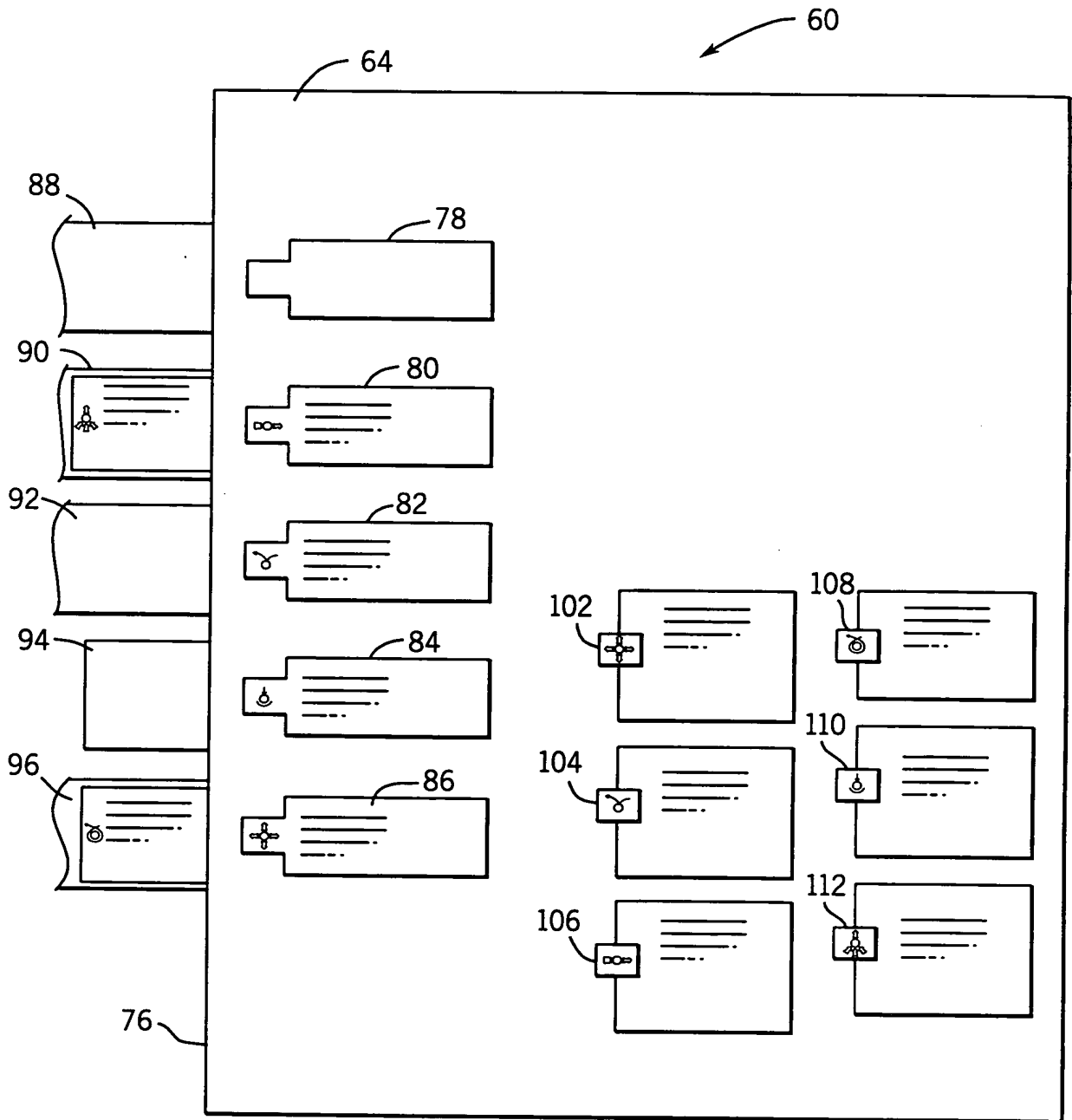


FIG. 9

+

+
FIG. 9A

60 →

64

88

78

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80



CHANCES ARE YOUR WORK IS INTENSE AND TIGHTLY FOCUSED... REFER TO THE KEY FOR MORE INFORMATION ON YOUR PREDOMINANT WORK PATTERNS.



CHANCES ARE YOUR WORK IS FOCUSED AND YOU CRANK THROUGH A FAIR AMOUNT OF IT EVERYDAY. REFER TO THE DESCRIPTION IN GREEN FOR MORE.

92

82



CHANCES ARE YOU HAVE AT LEAST ONE FOCUSED AREA OF EXPERTISE. REFER TO THE KEY FOR MORE INFORMATION ON YOUR PERSONAL WORK PATTERNS.

94

84



CHANCES ARE YOU TOGGLE BETWEEN COLLECTING AND SHARING INFORMATION WITH INDIVIDUALS AND TEAMS. REFER TO THE KEY FOR MORE.

96

86



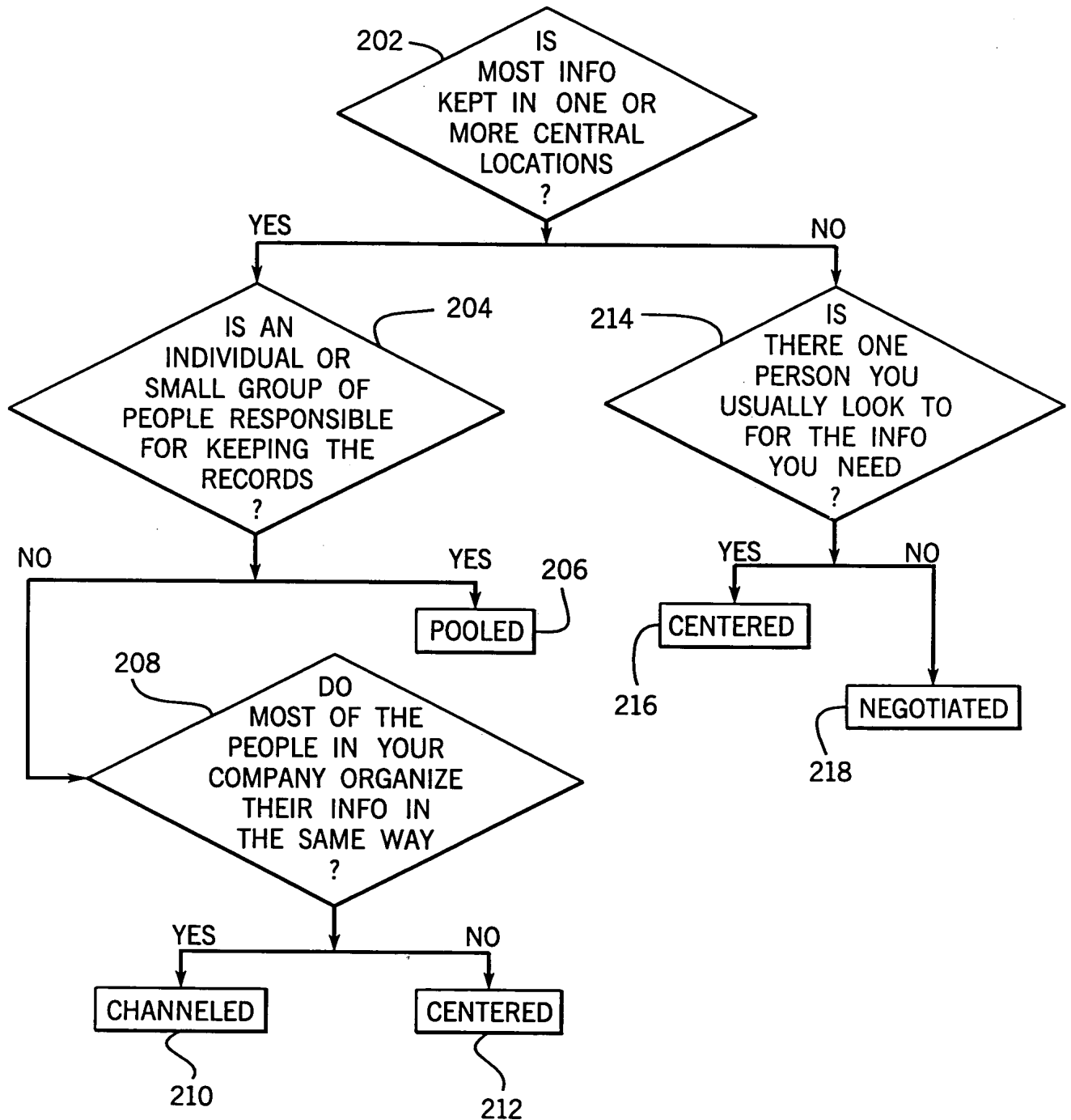
CHANCES ARE YOU'RE CENTRAL TO YOUR WORKPLACE-PEOPLE RELY ON YOU FOR A BROAD NUMBER OF THINGS. FOR MORE, REFER TO THE DESCRIPTION IN YELLOW.



CHANCES ARE YOUR WORK IS BROAD, AND YOUR EXPERIENCE DEEP. REFER TO THE KEY FOR MORE INFORMATION ON YOUR PREDOMINANT WORK PATTERNS.

654230: 742360

FIG. 10



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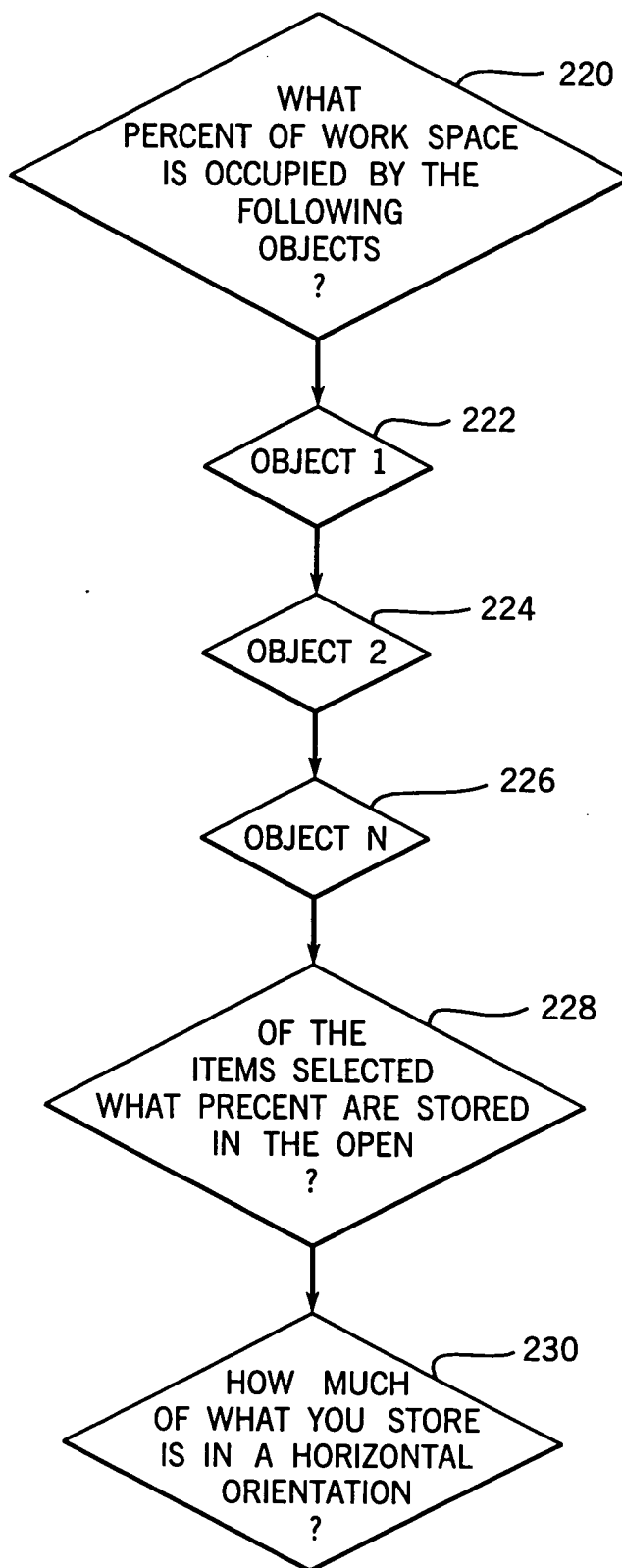


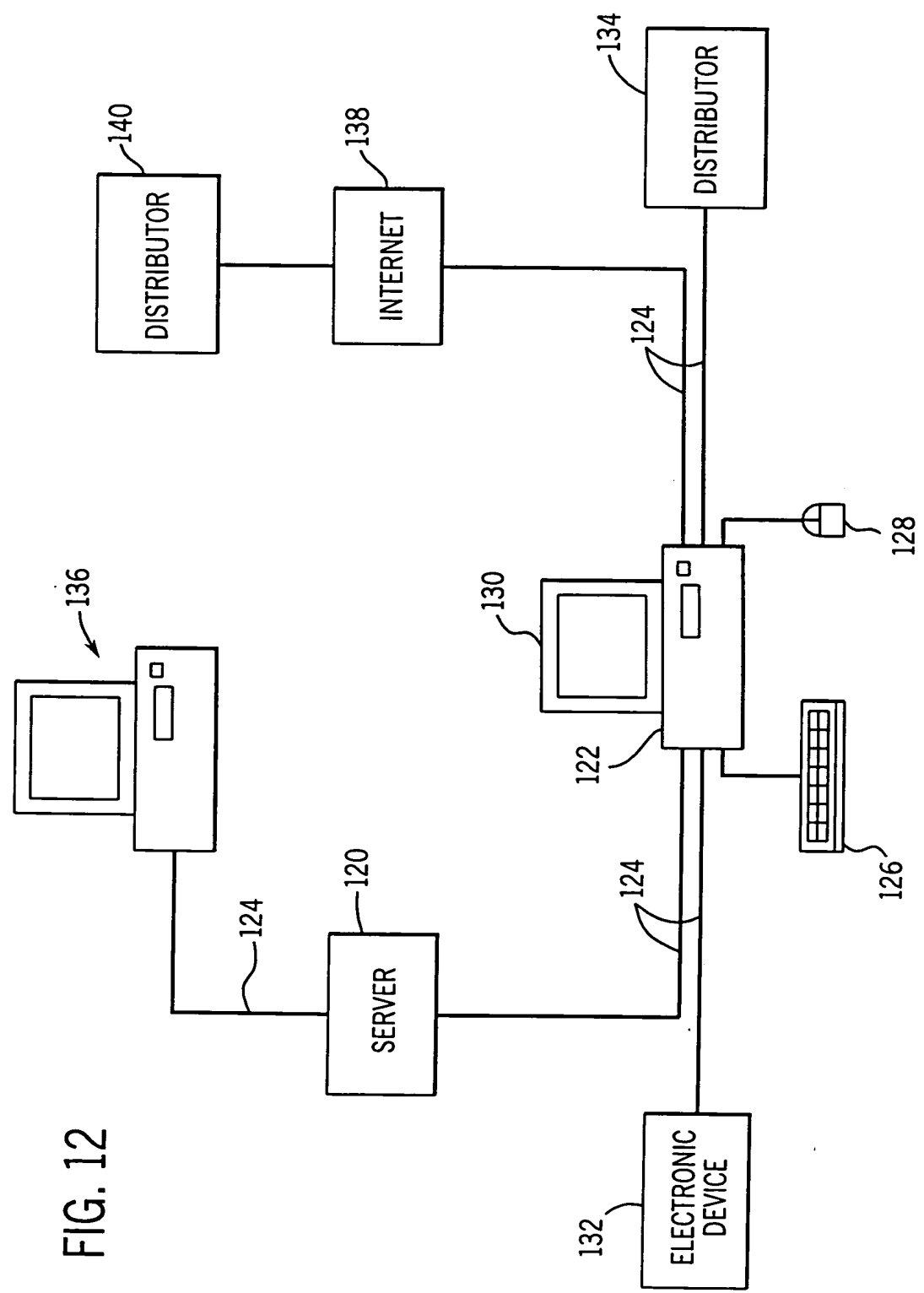
FIG. 11

1511280" F4F28E60

667280" FTT28E60

FIG.
SUBCLASS

FIG. 12



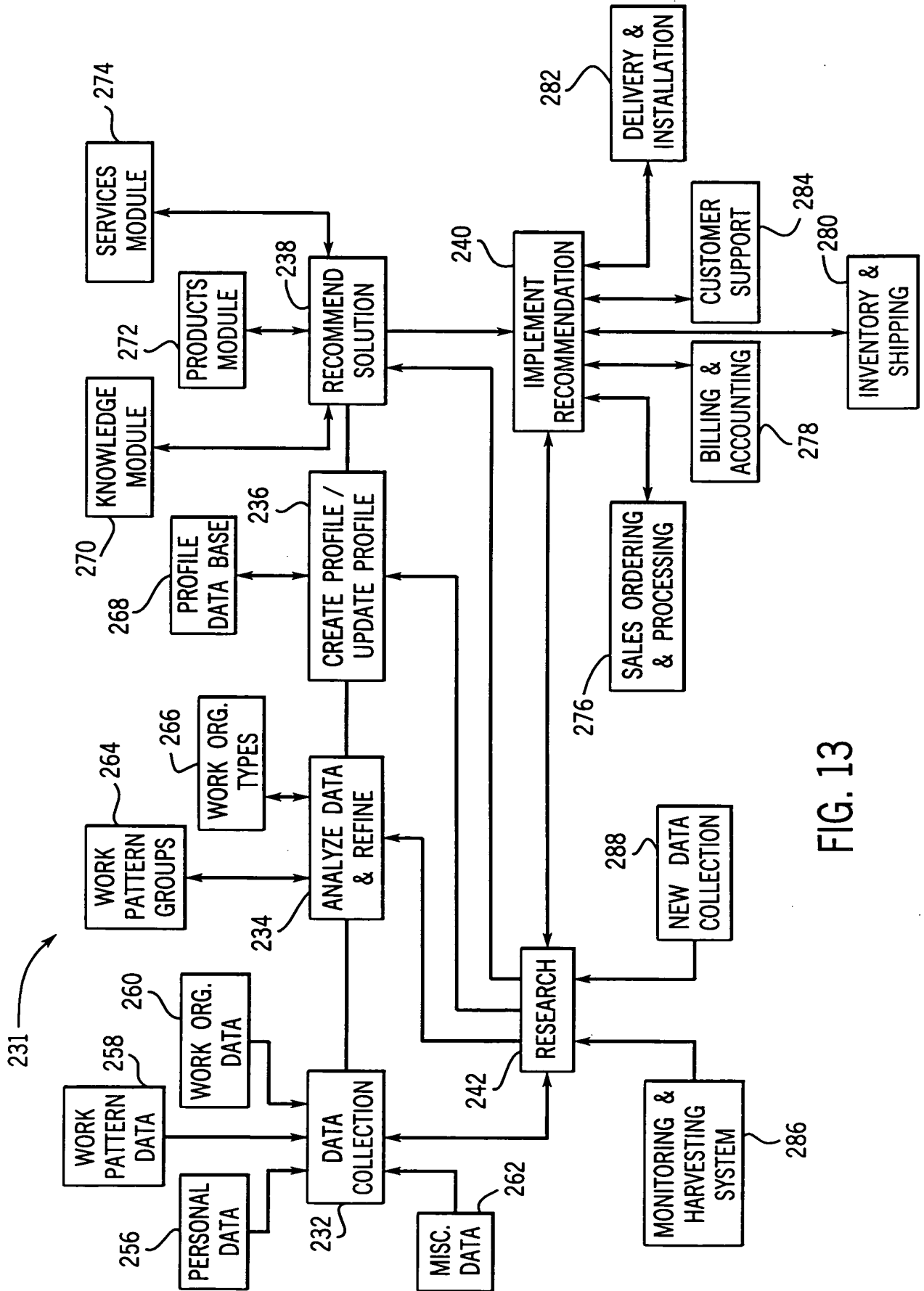
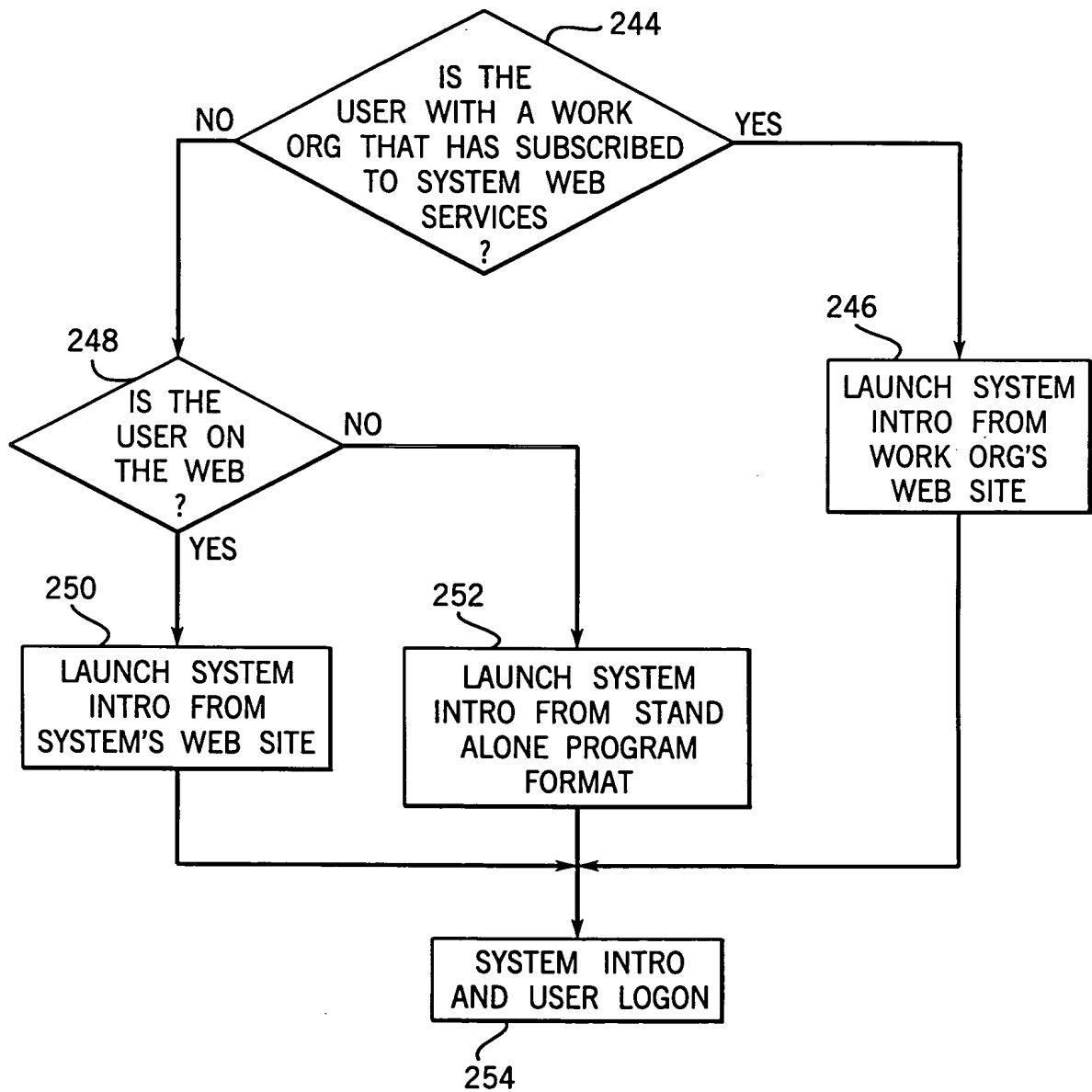


FIG. 13

FIG. 14



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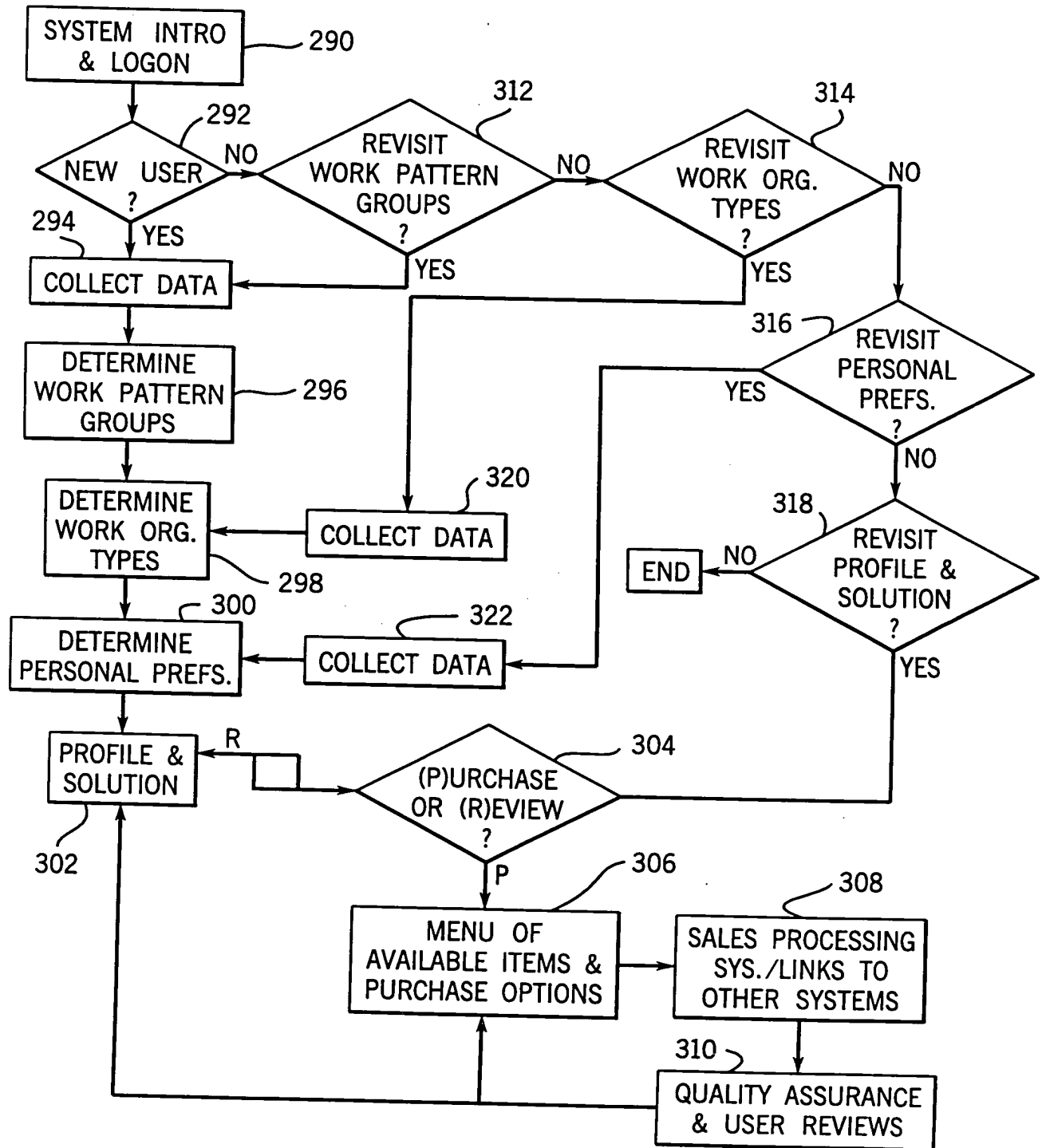


FIG. 15